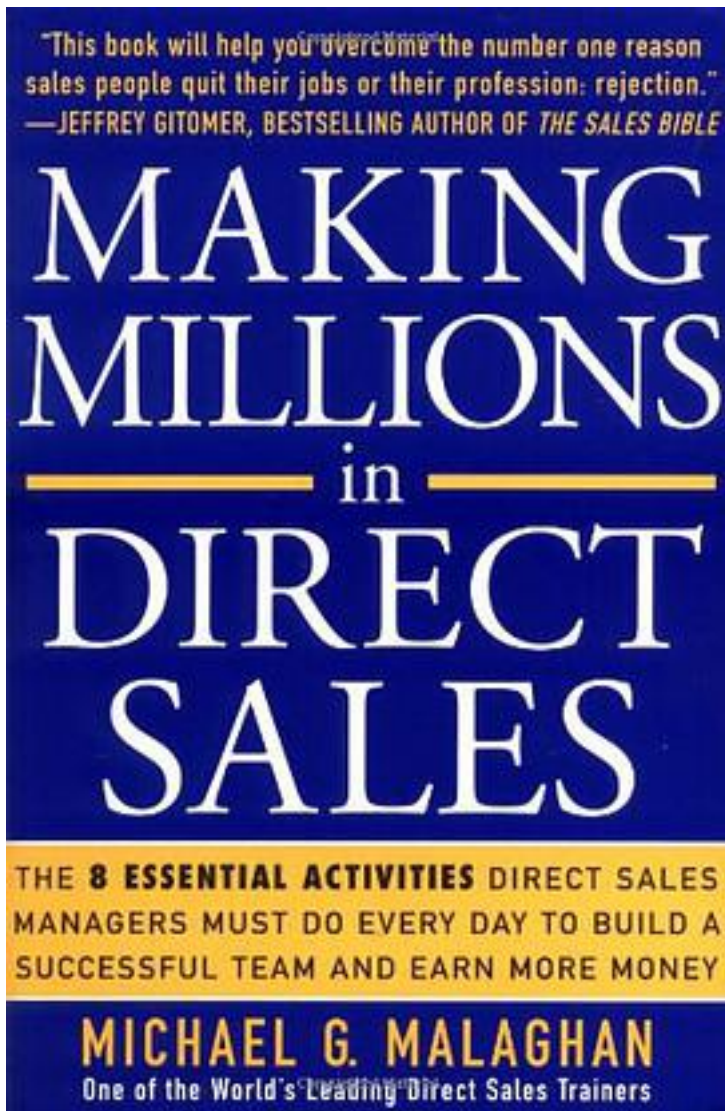


# MAKING MILLIONS in DIRECT SALES



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'With vision and heart, Mike Malaghan lays out a sure course that will take you step-by-step to successful sales management' - Jack D. Wilner, speaker, trainer and author, "7 Secrets To Successful Sales Management". 'In "Making Millions in Direct Sales", Malaghan shares openly, with a genuine desire to teach others the methods that have led him and so many others to success. This book will help you get sales and close the deal!' - Stephan Schiffman, "America's Cold Call King" and author of "Cold Calling Techniques That Really Work". 'Malaghan doesn't waste time on theories that don't relate to the real world. He provides proven, step-by-step techniques you can use immediately to catapult your effectiveness. Read it and reap' - Sam Horn, author of "Tongue Fu!" and "What's Holding You Back?". "Making Millions in Direct Sales" is the first sales management book targeted directly to professionals in the face-to-face, direct sales industry. It's the definitive, proven system to recruit, train and motivate a winning, "results count" paid sales team. Over his 40-plus year career, direct sales legend Mike Malaghan has recruited, trained and led direct sales teams that sold more than \$2 billion worth of product. Now, in his long-awaited first book, Malaghan details: the 8 essential must-do activities of a direct sales manager - sell, prospect, hire, train, replicate yourself, motivate, manage, and lead - and how you can master each; a 10-step interviewing process and hiring plan that doubles manpower in 180 days; 14 motivational tools you can use to generate selling enthusiasm; and, 60 sure-fire practices to energize every sales meeting.

作者介绍:

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